Present were the following Members of the Authority:

Mr. Michel M. Turpeau – Chairman
Mr. Brandon Beach – Vice Chairman
Mr. Kyle Lamont – Secretary
Mayor Mike Bodker – Treasurer
Mr. Tom Tidwell – Board Member
Ms. Pinky Cole – Board Member
Dr. Mike Looney – Board Member

Members Absent: Ms. Erica Long

Also present were Ms. Sarah-Elizabeth Langford, Interim Executive Director of the Authority, Ms. Sandra Z. Zayac, Ms. Lauren W. Daniels and Ms. Maggie Scharle, attorneys for the Authority, and Ms. Marva Bryan, Ms. Doris Coleman and Ms. Sabrina Kirkland, staff of the Authority.

Mr. Lamont gave the invocation and Chairman Turpeau called the meeting to order at approximately 2:03 p.m.

RECOGNITION OF VISITORS: Also present were Mr. Samir Abdullahi of Select Fulton, Ms. Jenn Thomas of Commissioner Morris’ office, Ms. Diana Reddy and Mr. Jim Stevens of On-Call Accounting, Mr. Craig Kidd of Johns Creek, and Mr. Jim Martin and Mr. Julian Bene of Fulton County.

COVID-19 UPDATE, GROUND RULES AND PUBLIC COMMENT: Chairman Turpeau explained the Authority has temporarily held its monthly Board meetings via Zoom videoconference and teleconference in accordance with the Open Meetings Act (O.C.G.A. Section 50-14-1 (g)) in light of the COVID-19 pandemic and the emergency declaration by Governor Brian Kemp.

Chairman Turpeau explained the ground rules for participating in the Zoom videoconference and teleconference meeting and announced that the Authority had made recent updates to the public comment process. Chairman Turpeau announced that the public could visit the homepage of the DAFC website at www.developfultoncounty.com for more information on how to submit a public comment.

Chairman Turpeau further announced that any guests that would like to be recognized as being present for the Regular Meeting should also send an email to Doris.Coleman@fultoncountyga.gov so that their attendance may be formally documented in the minutes. Chairman Turpeau invited the public to visit the homepage of the DAFC website at www.developfultoncounty.com for the most up-to-date information regarding DAFC meetings.

MINUTES: The minutes from the Regular Meeting held on February 22, 2022 were presented to the Authority for approval. Upon a motion made by Mayor Bodker, which was seconded by Mr. Lamont, the Authority unanimously approved the minutes as presented.
APPROVAL OF MEETING AGENDA: Upon a motion made by Mayor Bodker, which was seconded by Mr. Lamont, the Authority unanimously approved the agenda as presented.

PUBLIC COMMENTS: Chairman Turpeau announced that the Authority’s staff had received no public comments in advance of this Regular Meeting.

OLD BUSINESS: None.

NEW BUSINESS:
Letter of Inducement for East Point Abbington Point, LP (“Abbington Point”). Mr. David Williams of Butler Snow LLP and Mr. Breck Kean and Mr. Trey Coogle of Rea Ventures Group, LLC appeared in connection with the request to approve a letter of inducement for the issuance of $18,500,000 in federally tax-exempt revenue bonds to finance the development of an affordable senior housing facility, including approximately 120 affordable housing units, to be located at 1925 Stanton Road SE in the City of East Point. More specific details are described in the Fact Sheet included as part of this item posted on the Authority’s website. Ms. Langford announced that she has a family member that is a partner at Butler Snow LLP. Upon a motion made by Mayor Bodker, which was seconded by Mr. Lamont, the Authority unanimously approved the letter of inducement for Abbington Point.

Letter of Inducement for Founding Fourteen, Inc. d/b/a Fulton Academy of Science and Technology (“FAST”). Mr. Joseph Akpan of FAST, Mr. Richard Moreno of Charter School Services Corp, Inc., and Ms. Mary Grace Pattison and Mr. Miles Powe of PNC Bank appeared in connection with the request to approve a letter of inducement for the issuance of $26,000,000 in federally tax-exempt revenue bonds to finance the acquisition and renovation of the existing building used for the charter school’s facility. Ms. Zayac explained the Authority’s Non-Rated Bonds Investment Policy (the “Policy”) requires a traveling letter for the issuance of non-rated bonds and that FAST would be requesting a waiver of the traveling letter requirement as part of this approval. The Authority then discussed the purpose of the traveling letter requirement, whether the Policy should be amended as a whole, and questions related to the timeline, student enrollment and expansion opportunities at the charter school. More specific details are described in the Fact Sheet included as part of this item posted on the Authority’s website. Upon a motion made by Mr. Tidwell, which was seconded by Mr. Lamont, Chairman Turpeau, Vice Chairman Beach, Mr. Lamont, and Mr. Tidwell voted in favor of the letter of inducement for FAST and Mayor Bodker, Dr. Looney, and Ms. Cole voted against the letter of inducement for FAST. Since the letter of inducement did not receive a minimum of five affirmative or negative votes, this item will be automatically included on the agenda for the next Regular Meeting for the Board’s reconsideration in accordance with the Authority’s Director Voting Policy. After discussion among the Authority, the Authority agreed to seek an independent financial advisor to review the Policy and determine the necessity of the traveling letter requirement.

Letter of Inducement for TPA Residential. Mr. Dan McRae and Mr. Jeff Chesnut of Seyfarth Shaw LLP and Mr. Tyler Gaines and Mr. Evan Shaw of TPA Residential appeared in connection with the request to approve a letter of inducement for the issuance of $80,000,000 in taxable revenue bonds for the development of a mixed-use development consisting of approximately 278 residential units, including affordable units, 750 square feet of retail space, a parking structure and associated amenities and public improvements to be located at 1104 Avondale Avenue SE in the City of Atlanta. More specific details are described in the Fact Sheet included as part of this item posted on the Authority’s website. After discussion with the Authority, TPA Residential agreed to consider investments that would provide educational support for school-aged children and would work with the Authority to determine a path moving forward to support those efforts. Upon a motion made by Mayor Bodker, which was seconded by Vice Chairman Beach, the Authority approved, with the exception of Mr. Tidwell who voted no and Mr. Lamont who was absent for the vote, the letter of inducement for TPA Residential.
Letter of Inducement for P9/Flat Shoals, LLC (“Stream Realty”). At the request of Stream Realty and upon a motion made by Mayor Bodker, which was seconded by Vice Chairman Beach, the Authority unanimously voted to delay consideration of this item until the next Regular Meeting.

ITEMS FOR DISCUSSION/APPROVAL:

Aerotropolis Atlanta Alliance (“Aerotropolis Atlanta”) Blueprint 2.0 Proposal. Mr. Shannon James of Aerotropolis Atlanta led discussion by sharing information on Aerotropolis Atlanta, including an overview of the Aerotropolis concept and its focus on economic development, community development, and workforce development. Mr. James explained that an Aerotropolis brings airport planning, urban and regional planning, and site planning among multiple jurisdictions to create a new urban form that is competitive, attractive, and sustainable. Mr. James further explained that much of its work is implemented from a blueprint that illustrates opportunities to improve, including catalytic sites for development, and presented the investment request for Blueprint 2.0. More specific details are included in the presentation, a copy of which is attached hereto as Exhibit A. Mr. Lamont explained that the Strategic Initiative Committee had reviewed the investment request and the Optional Scope Tasks over the last several months and that the Strategic Initiative Committee recommended approval. Mr. Lamont made a motion to approve the $50,000 investment request, which was seconded by Dr. Looney. After further discussion among the Authority, Mayor Bodker proposed a friendly amendment to Mr. Lamont’s motion, which was seconded by Vice Chairman Beach, to approve the $50,000 investment request to support Optional Scope Tasks #5 (Aerotropolis Atlanta Commercial Real Estate Prospectus) and #9 (Prepare Economic Impact Analysis and Fiscal Impact Analysis to Frame Incentive/Inducement Stimulus Package). Mr. Lamont accepted the friendly amendment and the Authority unanimously approved the motion as amended.

Attainable Fulton Program. Ms. Kc Krzic and Mr. Al Lane of The Collaborative Firm appeared to present a proposed program for the Authority to consider to encourage increased levels of workforce housing in less developed census tracts throughout Fulton County. Chairman Turpeau explained that the Authority’s leadership had started working on this program almost a year ago and that the program would place an intentional focus on middle-income workers. More specific details are included in the presentation, a copy of which is attached hereto as Exhibit B. Upon a motion made by Chairman Turpeau, which was seconded by Mr. Lamont, Chairman Turpeau, Vice Chairman Beach, Mr. Lamont and Mr. Tidwell voted to approve the Attainable Fulton Program with the removal of geographical restrictions in connection with distressed census tracts. Dr. Looney, Ms. Cole and Mayor Bodker voted against the motion in order to allow the Authority more time to review and build consensus and understanding around the Attainable Fulton Program. Since the item did not receive a minimum of five affirmative or negative votes, this item will be automatically included on the agenda for the next Regular Meeting for the Board’s reconsideration in accordance with the Authority’s Director Voting Policy. After discussion among the Authority, the Authority agreed to address this item at the Strategic Board Retreat. After further discussion among the Authority, the Authority agreed that Chairman Turpeau could discuss the Attainable Fulton Program concept at upcoming engagements.

REPORTS AND PRESENTATIONS:

Legislative Update. Mr. Howard Franklin of Ohio River South appeared to update the Board on legislation that would impact the economic development community. As part of the update, Mr. Franklin provided information on House Bill 923 and explained that the legislation, if passed, would cap per diems for board members of development authorities as well as lay out enforcement procedures for allegations of ethics violations. Chairman Turpeau expressed support for House Bill 923 and commended the joint effort and collaboration with the Georgia Economic Developers Association and others to ensure that the legislation would not negatively impact economic development.
Update from the Interim Executive Director. Ms. Langford explained that she was looking forward to discussing open issues at the upcoming Strategic Board Retreat.

Committee Updates. On behalf of the Financial Review/Audit Committee, Mayor Bodker provided information on the February 2022 financials and explained that the Financial Review/Audit Committee would be working to put together a reserve policy for the Authority to consider. The Executive Committee, the Strategic Initiative Committee and the MFBE Committee had no updates to report.

NEXT MEETING:
Chairman Turpeau announced that the Joint Development Authority of Metro Atlanta (“JDAMA”) Quarterly Meeting is scheduled for Tuesday, April 12, 2022 at 11:30 a.m., the Authority’s Strategic Board Retreat is scheduled for Wednesday, April 13, 2022 at 8:30 a.m., and the Authority’s next Regular Meeting is scheduled for Tuesday, April 26, 2022 at 2:00 p.m. Chairman Turpeau announced that the Regular Meeting would likely be held in person and reminded the public to visit the Authority’s website at http://www.developfultoncounty.com for updates on upcoming meetings.

A motion to adjourn the meeting was made by Mayor Bodker, seconded by Mr. Tidwell, and approved by all Members present.

There being no further business to discuss, the meeting was adjourned at approximately 4:43 p.m.

 Kyle Lamont
Mr. Kyle Lamont, Secretary
Exhibit A

(Attached)
Agenda

- Aerotropolis Concept Overview
  Airport cities around the world

- Introduction to Aerotropolis Atlanta
  Who we are and how we got here

- Our Work
  Economic development, Community Development and Workforce development

- Funding Request for Blueprint 2.0
  Additional project scopes completed by MXD and POND and Co

- Q & A
AEROTROPOLIS
AS A CONCEPT
“The true challenge is planning to get the Aerotropolis right. If there is not appropriate planning, airport area development will be spontaneous, haphazard, economically inefficient, and ultimately unsustainable. The aerotropolis model brings together airport planning, urban and regional planning, and business-site planning, to create a new urban form that is highly competitive, attractive, and sustainable.” – John D. Kasarda
What is the Aerotropolis Atlanta Alliance?

- Incorporated in 2014
- A Public/Private Partnership focused on regional economic competitiveness and coordinated growth to improve quality of life in the area surrounding Hartsfield-Jackson Atlanta International Airport (ATL)
- Governed by a 42-member board of top business executives, local highly elected officials and non-profit leaders
Central Business District
AERO ATL
TARGET INDUSTRIES

MULTI-MEDIA PRODUCTION
AEROSPACE
BIO-LIFE SCIENCES
FOOD & AGRICULTURE
LOGISTICS
AERIAL COLLECTIVES
This includes the AeroATL Economic Development Collective, Education Collective, and Workforce Development Collective.

STRATEGIC PARTNERSHIPS
This includes partnerships with local governments, public and private organizations, as well as our international peers.

PROJECTS
This includes the AeroATL Greenway Plan, the Strategic Planning effort, CDAP, and many more.

EVENTS AND MARKETING
This includes our annual State of the Aerotropolis, but also bus tours, meet and greets, Bisnow Aerotropolis, and other presentations and special events.

OPERATIONS
This includes managing the board, membership, and the newly formed Foundation.
Aerotropolis Atlanta Alliance Org Chart

Aerotropolis Atlanta Alliance
Board of Directors
Lynne Scroggins, Chair

Executive Committee

Nominating and Governance Committee

Bylaws Committee

Aerotropolis Atlanta Alliance Staff
Shannon James, President & CEO

Capacity Building and Capital Campaign Advisory Committee

Economic Inclusion and Equitable Development Committee

Collectives

Community Development Collective
Robert Herrig, Chair

Sub-Committees

Arts and Culture Committee
TBD

Economic Development Collective
Shannon James, Chair

Workforce Development Collective
John Helton and Brett Lacy, Co-Chairs

Sub-Committees

Clayton County Sub-Regional Committee

South Fulton County Sub-Regional Committee

Post-Secondary Committee
Dr. Victoria Seals and Dr. Reginald Turner, Co-Chairs

Public School Committee
Dr. Morcease Beasley and Dr. Gyimah Whitaker, Co-Chairs
Our Team

Shannon James
President & CEO

Robert Herrig
Senior Project Manager
OUR WORK
Core Initiatives

*Community Development

Economic Development

Workforce Development
ECONOMIC DEVELOPMENT COLLECTIVE
DEVELOPING INTERNATIONAL RELATIONSHIPS

HUBSTART PARIS

BEIJING NEW AEROTROPOLIS

SHANGHAI HONGQIAO CENTRAL BUSINESS DISTRICT

Peer Aerotropolis Regions Around the World!
WORKFORCE DEVELOPMENT
Career Pathways and Talent Pipelines
WORKFORCE DEVELOPMENT

Training

13
100%

102
HOSPITALITY TRAINED

78%
HOSPITALITY PLACED

135
CONSTRUCTION TRAINED

94%
CONSTRUCTION PLACED

STRIVE ATL (Logistics)
Workforce Development

K-12 Partnership

Post-Secondary Partnership
Community Development
A visionary framework for trail connectivity across the Aerotropolis region. Includes ATL, the cities of EAST POINT, HAPEVILLE, FOREST PARK, COLLEGE PARK, SOUTH FULTON and portions of FULTON and CLAYTON COUNTIES.
AEROTROPOLIS ATLANTA
SUMMIT
November 18, 2020

Community Development Assistance Program
Willingham Drive Corridor Study (2021)
Funding Request for Blueprint 2.0

Additional project scopes completed by MXD and POND and Co
Optional Scope Tasks

Our team recommends the following additional optional tasks below. The costs for each optional task is identified as included in Exhibit B-2.

1. ZONING LANGUAGE
   - Draft zoning language for Communities to adopt as development regulations for the catalytic sites.
   - The development regulations will implement both the design guidelines and zoning recommendations for each community.

2. GATEWAY AND WAYFINDING PLAN FOR THE AEROTROPOLIS AREA
   The wayfinding design fee is recommended to be broken into a two-part process, which will help control costs and provide a better product.

   Develop an initial phase program that will help identify the needs of the Aerotropolis communities.

   Create a wayfinding and element package that is tailored to the established program. The package could be used to implement the wayfinding strategies in a phased approach over a period of years and accessible to multiple communities.

   Collaborate with key stakeholders identified by Aerotropolis Alliance and ARC throughout both phases.

   Collaborate with the planning process.

3. TARGET INDUSTRIES EMPLOYMENT AND BUSINESS GROWTH
   - Analyze the changes in targeted industries' employment and business growth both in terms of changes at the Aerotropolis area, and spatially, to determine what, if any, factors led to that change.

   - Examine the relationship between the shifting labor force and requirements.

4. ATLANTA AEROTROPOLIS AREA WORKFORCE PROGRAM
   - Document the skills of the existing workforce.

   - Understand the degree attainment, demographic composition, employment dynamics, and occupational skill categories of the region's working-age population.

   - Develop a detailed profile of the working-age residents of the Aerotropolis Communities.

   - When applied to the confirmed Blueprint 2.0 Target Industries, the workforce profile will enable the education and training practitioners and local partners to understand the challenges and potential opportunities for linking local residents to existing and future Aerotropolis area employment.

5. AEROTROPOLIS ATLANTA COMMERCIAL REAL ESTATE PROSPECTUS
   - Prepare a highly visual implementation and Real Estate Investment Plan for the first five (5) years of enabling actions that will spur development, using renderings, concept diagrams, pre-feasibility study and Action Plan Matrix.

   - Prepare strategic urban design and architectural renderings for the five catalytic priority sites as well as potential adjacent sites.

   - Prepare inputs on branding that would be used by ARC and the Alliance.

   - Prepare Aerotropolis Atlanta Catalyst Spark Site Development Opportunity Summary document.

6. AREA-WIDE LOGISTIC FACILITY DEVELOPMENT GUIDELINES
   - We will draft a set of Aerotropolis Atlanta area-wide logistic facility development guidelines to be adopted by each jurisdiction's Design Guidelines that most effectively achieves the desired outcomes and shapes development that advances the communities goals and aspirations.

   - A set of design and character guidelines for future development proactively.

   - Set the parameters for defining the potential changes to development regulations and the Development Guidelines.

   - These guidelines will convey parameters for architectural character, public realm improvements, building orientation, form and scale, setbacks, parking standards, landscaping standards, pedestrian and vehicular accessibility, land uses and sustainable design.

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   - Set the parameters for defining the potential changes to development regulations and the Development Guidelines.

   - These guidelines will convey parameters for architectural character, public realm improvements, building orientation, form and scale, setbacks, parking standards, landscaping standards, pedestrian and vehicular accessibility, land uses and sustainable design.

   - These guidelines will be expressed with precedent elements.

   - The Alliance will share these guidelines with ARC, the City, key stakeholders, and the general public.

7. DASHBOARD IMPLEMENTATION MONITORING TOOL
   - To facilitate implementation of Aerotropolis Blueprint 2.0, our team recommends development of an implementation dashboard with a mapping feature that would help track different initiatives and facilitate collaboration among Aerotropolis partners. Potential dashboard metrics include planned transportation projects, wayfinding/landscaping projects, development projects, and economic development investments that will impact future business attraction and workforce development initiatives.

   - The dashboard could also provide Aerotropolis program tracking, monitoring of level of effort, schedule, and Initiative tracking and dashboards tool would involve two phases to complete: 1) scope and strategy, and 2) development of the dashboard.

8. FINANCIAL ANALYSIS FOR STRUCTURING DEAL STRUCTURES
   - Prepare a Financial Analysis Model and run order-of-magnitude Development Costs and Revenues to establish parameters for potential Development Deal Offerings, and to understand any potential funding gaps that would require incentives/inducements or subsidies, as a platform for the ask in Catalyst Site Development RFPs, and to establish a basis for negotiations.

9. PREPARE ECONOMIC IMPACT ANALYSIS AND TAX IMPACT ANALYSIS TO FRAME INCENTIVE/INDUCEMENT STIMULUS PACKAGES
   - Prepare detailed Economic Impact and Fiscal Impact Analysis to frame Incentive/Inducement Stimulus Packages to attract investors, developers and end-user businesses.

10. PREPARE DEVELOPMENT AGREEMENTS FOR CATALYST SITES
    - Preparing all encompassing Development Agreements addressing land use, transportation, servicing agreements, design guidelines, community benefits, Incentives & inducements/subsidies and financial obligations.

11. PREPARE DEVELOPER RFPs FOR CATALYST SITES
    - Use the Development Agreements and Financial Analysis for Final Structure Offerings as the basis for preparing Requests for Proposals for Development.

12. PREPARE MARKETING COLLATERAL MATERIALS (WEB SITE CONTENT, VIDEOS, PRINTED, ETC.)
    - Assist in preparing marketing and collateral materials.

13. ASSESS IDENTIFICATION OF INVESTOR DEVELOPER/END-USER BUSINESS PROSPECTS TO INVITE FOR RFPs
    - Identify a target list of investors, developers and end-user businesses that are ready prospects that are regional, national and international.

14. ASSESS INTEGRATION OF DEVELOPMENT RFP SUBMISSIONS
    - Identify criteria for evaluating development proposals and negotiating with prospective developers, investors and end-user businesses.

15. ASSESS INTEGRATION OF DEVELOPMENT RFP SUBMISSIONS
    - Establish a Management Tool for tracking and evaluating Development RFP submissions.

16. ASSESS INTEGRATION OF DEVELOPMENT RFP SUBMISSIONS
    - Assist in the evaluation of RFP submissions using the above criteria and tool.

Project Schedule

- 1. Developing Aerotropolis Atlanta as a Place
- 2. Developing Aerotropolis Atlanta's Workforce & Industries
- 3. Public & Stakeholder Engagement
- 4. Strategic Implementation Plan
- 5. Final Draft Document

The Pond-MXD team is available to lead this project, begin work immediately, and complete the work on time. We will ensure a balanced workload for the staff shown in this proposal. As our references can attest, we have a proven track record of delivering projects within prescribed schedules.
## EXHIBIT B-2
**Optional Scope Elements**

<table>
<thead>
<tr>
<th>Task</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zoning Language for Communities</td>
<td>$25,000 - $30,000</td>
</tr>
<tr>
<td>Gateway and Wayfinding Plan for the Aerotropolis area</td>
<td>$120,000 - $150,000</td>
</tr>
<tr>
<td>Analyze the changes in targeted industries’ employment and business growth</td>
<td>$20,000 - $25,000</td>
</tr>
<tr>
<td>Aerotropolis Atlanta Commercial Real Estate Prospectus</td>
<td>$22,000 - $25,000</td>
</tr>
<tr>
<td>Document the skills of the existing workforce and residents</td>
<td>$20,000 - $25,000</td>
</tr>
<tr>
<td>Logistic Facility Development Design Guidelines</td>
<td>$20,000 - $22,000</td>
</tr>
</tbody>
</table>

In addition to the tasks noted in the RFP, additional tasks to be considered are listed below. See pages 12 - 13 for detailed descriptions.

<table>
<thead>
<tr>
<th>Task</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dashboarding implementation Monitoring Tool</td>
<td>$10,000 - $15,000</td>
</tr>
<tr>
<td>Financial Analysis for Structuring Deal Offerings</td>
<td>$25,000 - $30,000</td>
</tr>
<tr>
<td>Prepare Economic Impact Analysis &amp; Fiscal Analysis to Frame Incentive/ Inducement Stimulus Packages</td>
<td>$20,000 - $25,000</td>
</tr>
<tr>
<td>Prepare Development Agreements for Catalyst Sites</td>
<td>$20,000 - $25,000</td>
</tr>
<tr>
<td>Prepare Developer RFPs for Catalyst Sites</td>
<td>$15,000 - $20,000</td>
</tr>
<tr>
<td>Prepare Marketing Collateral Materials (Website Content, Videos, Print, etc)</td>
<td>$25,000 - $75,000</td>
</tr>
</tbody>
</table>
Q&A
THANK YOU
Shannon James
S.James@aeroatl.org
Exhibit B

(Attached)
Attainable Fulton

Housing Opportunities for Cost-Burdened Middle-Income Workers
The Opportunity

• Address workforce housing as an extension of continued work with business attraction, job creation, adding to the tax base and community development.

• For residents who live and work in Fulton County there is a critical need to have a variety of housing choices available at prices they can afford.

• Many agencies, organizations and local governments throughout the region have begun to move forward with plans and projects to mitigate the crisis of housing affordability in their communities.

• Through collaboration with residential developers, new workforce units are being added to the housing landscape, helping to relieve the cost-burden so many families in the region bear because of the current scarcity of units that meet their housing budgets.
Regional Housing Snapshot 2021

Percent of Cost-Burdened Households* by Tenure
ARC 10-County Region, 2007 to 2019

For the last 10+ years, roughly half of the renter households in the region have been paying more than 30% of their income on housing, while the proportion of cost-burdened owners has been steadily declining.

Data Source:
US Census Bureau, American Community Survey, 1-year Estimates

* Spending more than 30% of income on housing costs
Annual Housing Demand Forecast for 70% AMI and higher

Annual demand for new units by county (and City of Atlanta), 2020 to 2025

Based on the status quo (i.e., we have the same affordability issues), the region needs to build about 31,000 units annually to meet demand among households earning 70% or more of the regional AMI.

<table>
<thead>
<tr>
<th>County</th>
<th>New Owner Units</th>
<th>New Renter Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cherokee</td>
<td>1,269</td>
<td>2,228</td>
</tr>
<tr>
<td>Clayton</td>
<td>1,053</td>
<td>423</td>
</tr>
<tr>
<td>Cobb</td>
<td>2,026</td>
<td>2,066</td>
</tr>
<tr>
<td>DeKalb</td>
<td>3,010</td>
<td>342</td>
</tr>
<tr>
<td>Douglas</td>
<td>3,264</td>
<td>674</td>
</tr>
<tr>
<td>Fayette</td>
<td>536</td>
<td>501</td>
</tr>
<tr>
<td>Fulton</td>
<td>2,972</td>
<td>4,332</td>
</tr>
<tr>
<td>Gwinnett</td>
<td>1,852</td>
<td>1,676</td>
</tr>
<tr>
<td>Henry</td>
<td>1,722</td>
<td>820</td>
</tr>
<tr>
<td>Rockdale</td>
<td>1,790</td>
<td>777</td>
</tr>
<tr>
<td>City of Atlanta</td>
<td>4,258</td>
<td></td>
</tr>
</tbody>
</table>

Base on analysis by KB Advisory Group
Income

**$52,964**

Per capita income

more than 1.5 times the amount in Georgia: $32,657

about 1.5 times the amount in United States: $35,672

**$80,013**

Median household income

about 1.3 times the amount in Georgia: $61,980

about 25 percent higher than the amount in United States: $65,712

Household income

- Under $50K: 33%
- $50K - $100K: 26%
- $100K - $200K: 25%
- Over $200K: 16%
The Program

DAFC will focus its efforts on developing attainable rental housing for the County’s middle-income residents with annual incomes between 60-100 percent of AMI.

DAFC Attainable Housing Income Eligibility
(1 & 2 Person Households)

<table>
<thead>
<tr>
<th>Percentage of AMI</th>
<th>Income Eligibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>60% of AMI</td>
<td>$51,720</td>
</tr>
<tr>
<td>80% of AMI</td>
<td>$68,960</td>
</tr>
<tr>
<td>100% of AMI</td>
<td>$86,200</td>
</tr>
</tbody>
</table>
The Goal

To increase the supply of workforce housing for middle-income workers

To attract and retain a viable middle class in Fulton County communities primarily south of I-20 and other areas throughout the County that need this type of assistance

To spur economic development activity that will support new commercial and retail services near attainable housing developments
A great development provides amenities that aim to improve the residents’ quality of life. On-site amenities can provide a convenience that saves a tenant both time and money, such as:

- On-site management
- Business center and/ or cyber café
- 24-hour cardio and fitness center
- Resort style pool with sundeck
- Club house with resident lounge, billiards, and/ or game room
- Community gathering pavilion with open hearth fireplace and seating
- Gated or similarly controlled building access
- Varied parking options, such as attached garages or covered/ enclosed parking areas
- On-site quest suites for friends and family to reside in during their stay
- On-site dry cleaners
- On site grocery store
- Car wash and cleaning bay
- Bike share program
- Package delivery pick up and drop off area
- Recycling program
Program Boundaries
## Discount Rate

### 15-year schedule

<table>
<thead>
<tr>
<th>Year</th>
<th>Payment Percentage</th>
<th>Savings Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>30%</td>
<td>70%</td>
</tr>
<tr>
<td>Year 2</td>
<td>34%</td>
<td>66%</td>
</tr>
<tr>
<td>Year 3</td>
<td>39%</td>
<td>61%</td>
</tr>
<tr>
<td>Year 4</td>
<td>43%</td>
<td>57%</td>
</tr>
<tr>
<td>Year 5</td>
<td>48%</td>
<td>52%</td>
</tr>
<tr>
<td>Year 6</td>
<td>52%</td>
<td>48%</td>
</tr>
<tr>
<td>Year 7</td>
<td>57%</td>
<td>43%</td>
</tr>
<tr>
<td>Year 8</td>
<td>61%</td>
<td>39%</td>
</tr>
<tr>
<td>Year 9</td>
<td>66%</td>
<td>34%</td>
</tr>
<tr>
<td>Year 10</td>
<td>70%</td>
<td>30%</td>
</tr>
<tr>
<td>Year 11</td>
<td>75%</td>
<td>25%</td>
</tr>
<tr>
<td>Year 12</td>
<td>79%</td>
<td>21%</td>
</tr>
<tr>
<td>Year 13</td>
<td>84%</td>
<td>16%</td>
</tr>
<tr>
<td>Year 14</td>
<td>89%</td>
<td>11%</td>
</tr>
<tr>
<td>Year 15</td>
<td>94%</td>
<td>6%</td>
</tr>
<tr>
<td>Year 16</td>
<td>100%</td>
<td>0%</td>
</tr>
</tbody>
</table>
Set Aside Requirement

- Target of 30 percent
- The percent of set asides may also be proportional to the percent of market rate units, (e.g., if the market-rate units are 60 percent one-bedroom units and 40 percent two-bedroom units, the attainable workforce units must also be 60 percent one-bedroom and 40 percent two-bedroom)
Attainable Fulton Housing Rate

• Based on the average metro Atlanta monthly rent ($1,790 according to RentCafe.com), *Attainable Fulton* tenants could realize a potential **average savings of $400 per month**

• This savings amounts to additional disposable income greater economic impact (consumer spending) in communities where *Attainable Fulton* housing units are located.
# Fair Market Housing Rate

## Atlanta Metropolitan Area, GA HUD Metro FMR Area Small Area FMRs By Unit Bedrooms for 2021

<table>
<thead>
<tr>
<th>ZIP Code</th>
<th>Efficiency</th>
<th>One-Bedroom</th>
<th>Two-Bedroom</th>
<th>Three-Bedroom</th>
<th>Four-Bedroom</th>
</tr>
</thead>
<tbody>
<tr>
<td>30004</td>
<td>$1,230</td>
<td>$1,260</td>
<td>$1,440</td>
<td>$1,810</td>
<td>$2,220</td>
</tr>
<tr>
<td>30005</td>
<td>$1,300</td>
<td>$1,330</td>
<td>$1,520</td>
<td>$1,910</td>
<td>$2,340</td>
</tr>
<tr>
<td>30009</td>
<td>$1,270</td>
<td>$1,300</td>
<td>$1,480</td>
<td>$1,860</td>
<td>$2,280</td>
</tr>
</tbody>
</table>

## College Park

<table>
<thead>
<tr>
<th>ZIP Code</th>
<th>Efficiency</th>
<th>One-Bedroom</th>
<th>Two-Bedroom</th>
<th>Three-Bedroom</th>
<th>Four-Bedroom</th>
</tr>
</thead>
<tbody>
<tr>
<td>30337</td>
<td>$870</td>
<td>$890</td>
<td>$1,010</td>
<td>$1,270</td>
<td>$1,550</td>
</tr>
<tr>
<td>30334</td>
<td>$970</td>
<td>$990</td>
<td>$1,130</td>
<td>$1,420</td>
<td>$1,740</td>
</tr>
<tr>
<td>30349</td>
<td>$920</td>
<td>$940</td>
<td>$1,070</td>
<td>$1,350</td>
<td>$1,650</td>
</tr>
<tr>
<td>30354</td>
<td>$850</td>
<td>$870</td>
<td>$990</td>
<td>$1,250</td>
<td>$1,520</td>
</tr>
</tbody>
</table>
### DAFC Attainable Fulton Adjusted Rent

<table>
<thead>
<tr>
<th>Type</th>
<th>Fair Market Rent (New Construction)</th>
<th>Fair Market Rent (Zip Code)</th>
<th>Adjusted Rent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Efficiency</td>
<td>$1,230</td>
<td>$850</td>
<td>$900</td>
</tr>
<tr>
<td>1 Bedroom</td>
<td>$1,260</td>
<td>$870</td>
<td>$930</td>
</tr>
<tr>
<td>2 Bedroom</td>
<td>$1,440</td>
<td>$990</td>
<td>$1,110</td>
</tr>
</tbody>
</table>

**Attainable Fulton Example**

**Savings of $330 per month**
### DAFC Attainable Housing Income Eligibility (1 & 2 Person Households)

<table>
<thead>
<tr>
<th>% AMI</th>
<th>Income</th>
<th>30% of Income</th>
<th>Monthly Rent</th>
</tr>
</thead>
<tbody>
<tr>
<td>60% of AMI</td>
<td>$51,720</td>
<td>$15,516</td>
<td>$1,293</td>
</tr>
<tr>
<td>80% of AMI</td>
<td>$68,960</td>
<td>$20,688</td>
<td>$1,724</td>
</tr>
<tr>
<td>100% of AMI</td>
<td>$86,200</td>
<td>$25,860</td>
<td>$2,155</td>
</tr>
<tr>
<td>115% of AMI</td>
<td>$99,130</td>
<td>$29,739</td>
<td>$2,478</td>
</tr>
<tr>
<td>120% of AMI</td>
<td>$103,440</td>
<td>$31,032</td>
<td>$2,586</td>
</tr>
</tbody>
</table>
Local Collaboration & Marketing

- Work with City and County Leadership
- Public/ Private Partnerships to market potential property and developers
- Creating a web/social media presence to keep people in the community informed
- Utilization of local newspapers, TV and radio for advertising and press releases
- Communicate through social media
- Outreach with direct mail, flyers, bumper stickers, and events (good on-the-ground tools)
Thank you!